

## Message Text

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CASABLANCA FOR RFA: AIDW FOR DS/AGR JONES

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TAGS : BEXP, EWWT, TOCY, NI  
SUBJ : NIGERIAN INSTITUTE OF OCEANOGRAPHY AND MARINE RESEARCH REOPENS  
BIDDING FOR RESEARCH VESSEL, SEEKS ASSISTANCE WITH 1978-79  
RESEARCH PROGRAM

1. EDWARD O. BAYAGBONA, DIRECTOR OF NIGERIAN INSTITUTE OF OCEANOGRAPHY AND MARINE RESEARCH (NIOMR) TOLD EMBOFF THAT HIS ORGANIZATION ACCCEPTED BIDS LAST YEAR FOR A 118-FOOT FREEZER-STERNTRAWLER RESEARCH VESSEL. ELEVEN BIDS WERE RECEIVED, NONE FROM AMERICAN FIRMS.. INVITATIONS TO TENDER WERE SENT TO BENDER, AMERICAN SHIPYARDS, AND EQUITABLE SHIPYARDS. ONLY EQUITABLE BOTHERED TO RESPOND, SAYING VESSEL WAS TOO SMALL TO BE OF INTEREST. GERMAN FIRM APPEARED SURE TO WIN CONTRACT. HOWEVER, WHEN NIOMR SENT BIDS TO FEDERAL EXECUTIVE COUNCIL (FEC) FOR APPROVAL, OBJECTIONS WERE RAISED TO FACT THAT NIOMR HAD ACCEPTED 10 PERCENT ESCALATION CLAUSE, AND FACT THAT BIDS RECEIVED ONLY FROM EUROPEAN SOURCES. NIOMR WAS ORDERED TO REOPEN BIDDING AND GET QUOTATIONS FROM WIDER RANGE OF SOURCES. BAYAGBONA SAID HE WAS INVITED 23 FIRMS TO BID, BUT HAS NOW, UNDERSTANDABLY, RECEIVED ONLY SIX RESPONSES, FEWER THAN HE HAD THE FIRST TIME AROUND. HE IS CONCERNED THAT ACQUISITION  
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OF NEW VESSEL FOR NIOMR WILL BE DELAYED BY A YEAR. TO MAKE MATTERS WORSE, NIOMR'S EXISTING OLDER VESSEL HAS NOW BROKEN DOWN.

WITHOUT A VESSEL TO CONDUCT RESEARCH, BAYAGBONA, A GOOD, THOUGHTFUL MANAGER, IS CONCERNED THAT HE WILL BEGIN TO LOSE HIS BEST YOUNG SCIENTISTS.

2. BAYAGBONA REQUESTED EMBASSY ASSISTANCE IN TWO FORMS. FIRST, HE WOULD LIKE TO KNOW IF ANY U.S. SHIP BUILDERS WOULD LIKE TO RECONSIDER INVITATION TO BID. ALTHOUGH ORIGINAL FRONT-RUNNING GERMAN FIRM STILL APPEARS TO BE FAVORED, BAYAGBONA SAID THERE IS NO REASON RESPONSIVE AMERICAN BIDDER COULD NOT WIN. BAYAGBONA HAS GIVEN EMBASSY COPIES OF DETAILED SPECIFICATIONS AND BLUEPRINTS FOR VESSEL DRAWN UP IN JULY 1976 BY CONRAD BIRKHOFF, NAVAL ARCHITECTS, HAMBURG. WE ARE POUCHING THESE TO USDOC CARE OF MAX MILES. WOULD APPRECIATE USDOC GETTING IN TOUCH WITH ANY U.S. SHIPYARDS CONSIDERED APPROPRIATE FOR CONSTRUCTING THIS KIND OF VESSEL TO SOLICIT THEIR INTEREST. BIDDING WILL CLOSE AROUND THE END OF MARCH. HOWEVER, NIOMR WILL ACCEPT CABLED QUOTATIONS, AND IF THERE IS GENUINE AND SERIOUS INTEREST ON PART OF SOME U.S. SHIPBUILDER EMBASSY MAY BE ABLE TO OBTAIN A SHORT EXTENSION.

3. SECOND THING BAYAGBONA WANTED TO KNOW WAS WHETHER ANY U.S. MARINE RESEARCH INSTITUTION OR UNIVERSITY WOULD BE INTERESTED IN CONDUCTING RESEARCH WITH THEIR OWN VESSEL IN NIGERIAN WATERS IN A JOINT PROGRAM WITH NIOMR SCIENTISTS FROM APPROXIMATELY JULY 1978 TO JULY 1979. BAYAGBONA EXPLAINED THAT DUE TO CURRENT FMG BUDGET SQUEEZE HIS ORGANIZATION CANNOT GET THE FUNDS TO CHARTER A SUBSTITUTE VESSEL, SO HE WOULD LIKE TO KNOW IF ANY U.S. INSTITUTION WOULD BE SUFFICIENTLY INTERESTED IN RESEARCH IN NIGERIAN WATERS FOR ITS OWN PURPOSES TO DO ER THE UNCLASSIFIED

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BULK OF THE COSTS. BAYAGBONA ALSO WONDERED WHETHER THE U.S. GOVERNMENT MIGHT BE ABLE TO SHARE PART OF THE COSTS IN RETURN FOR SHARING IN THE RESEARCH RESULTS. BAYAGBONA HAS PERSONAL CONTACTS WITH WHOM HE CAN GET IN TOUCH AT WOODS HOLE AND RHODE ISLAND, BUT WOULD LIKE TO KNOW MORE ABOUT POSSIBLE SOURCES OF FINANCE BEFORE HE COMMUNICATES WITH THEM. EMBASSY WOULD APPRECIATE SUGGESTIONS FROM APPROPRIATE WASHINGTON AGENCIES ON HOW NIOMR'S PROBLEM MIGHT BE SOLVED. BAYAGBONA GAVE EMBOFF COPY OF 1978-79 RESEARCH PROGRAM FOR NIOMR WHICH WE WILL ALSO POUCH. WE HAVE ALSO DISCUSSED THIS

MATTER WITH KEITH COX OF RESOURCES DEVELOPMENT ASSOCIATES, CURRENTLY IN NIGERIA IN CONNECTION WITH USAID TITLE XII FISHERIES RESEARCH PLANNING STUDY. COX WILL BE IN TOUCH WITH SEVERAL U.S. MARINE RESEARCH INSTITUTIONS ON RETURN TO U.S. AND MAY BE ABLE TO HELP.  
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